

From: wweirschulze@hwwrealtors.com [mailto:wweirschulze@hwwrealtors.com]  
Sent: Monday, October 24, 2005 8:06 AM  
To: ATR-Real Estate Workshop  
Cc: FTCDOJworkshop@realtors.org  
Subject: "Competition and the Real Estate Workshop"-- Comment, project  
no. V050015

Department of Justice,

I have been in the Real Estate business for almost twenty years. I have worked at two independantly owned companies. Both companies are well know in the Southeastern part of Michigan. I am a divorced mother of two young boys, 4 & 11. I feel very lucky to belong to a profession, where I can earn a decent living, and still attend my childrens school activities, field trips and sporting events. If I were forced to have a regular 9-5 job, this would not be the case, and there are thousands of other divorced and single mothers in my same position.

I am shocked and dismayed, at the attack you have put upon the R.E. profession. The R.E. industry is one of the most competative fields around. We provide our clients with a very specialized degree of service. No one even comes close to the level of personalized service we provide, as evidenced by the messaging systems at most businesses, where you rarely ever speak to someone in person.

I have worked with some clients in the sale and purchase of multiple properties, due to the commitment and professional standards I offer them. This opportunity is available to any person who learns their market and works hard, as evidenced by the thousands of new agents entering the field every year. This is one of the strongest fields of competative business where consumers are given a real choice of people to work with.

Our MLS offers all brokers the availability and opportunity to BEST serve each and every client. The MLS treats all members exactly the same, and gives property owners a huge advantage in exposing and marketing their individual properties. It is the most open and fair marketplace in assisting brokers, buyers and sellers by offering cooperation and compensation for their efforts. It is not like a public utility, it is specific to serve one purpose, assist those in the process of buying and selling real estate.

Finally, the new ILD policy should be adopted. It should be the sellers decision where and how to market their own property. The choice of using the Internet, should be included in this decision. The R.E. agents, in cooperation with their sellers, should decide where the properties should be displayed on the Internet. Only the agents and cooperating agents are working FOR THE SELLER, let them do this to the best of their abilities.

Sincerely,

Wendy Weir-Schulze